

ITINERARY

Saturday, September 17

- Depart Seattle

Sunday, September 18 - Tokyo

- Arrive Tokyo

Monday, September 19 - Tokyo

- National holiday - no official activities

Tuesday, September 20 - Tokyo to Nagoya to Kobe

- Washington State Day at Aichi World Expo 2005, US Pavilion
- Meeting with Ambassador Gable
- Pavilion visit
- Press conference, Media Center
- Business seminar
- Aerospace supplier meeting
- Aerospace supplier meeting
- Aerospace supplier meeting
- Reception
- Bus to Nagoya
- Depart for Kobe via Shinkansen, N69
- Arrive Kobe

Wednesday, September 21 - Kobe to Tokyo

- Delegation breakfast
- Kobe Medical Industry Development Project
- Lunch with Vice Governor Saito
- Meeting with Governor Ido

Governor Gregoire's 2005 Trade Mission to China & Japan

- Depart Kobe
- Arrive Tokyo
- Reception, U.S. Ambassador's residence

Thursday, September 22 - Tokyo to Beijing

- Embassy breakfast briefing
- Ministry of Agriculture, Fisheries and Forestry
- Tokyu Homes signing ceremony
- Toray Meeting
- Cherry consumer contest
- Depart Tokyo
- Arrive Beijing

Friday, September 23 - Beijing

- US Embassy Breakfast Briefing
- United Coatings Signing Ceremony
- Sharpe Mixer signing ceremony
- Meeting with State General Administration of Quality Supervision, Inspection, and Quarantine
- Washington building materials sales seminar
- 2008 Olympics meeting
- Beijing Aviation Expo
- Meetings with Chinese government officials-Minister of Commerce
- Washington reception
- COSCO dinner hosted by Port of Seattle

Saturday, September 24 - Beijing

- No official activities

Sunday, September 25 - Beijing to Shanghai

- Depart Beijing
- Arrive Shanghai
- No official activities

Monday, September 26 - Shanghai

- US Consulate Breakfast Briefing
- Washington State Trade Office visit
- Shanghai 2010 World Expo meeting
- Mayor Han Meeting
- MulvannyG2 site ceremony
- Apollo Technology signing ceremony
- Washington reception

Tuesday, September 27 - Shanghai to Seattle

- Depart Shanghai
- Arrive Tokyo
- Depart Tokyo
- Arrive Seattle

DELEGATES - JAPAN

Business

Alan Ralston, Director, Northwest Region, State Relations, The Boeing Company

Bruce Kendall, President & CEO, Economic Development Board for Tacoma-Pierce County

Ben George, Ranch Owner

Jeff Severs, President & CEO, ISR, Inc.

Randy Mullen, Commissioner, Washington State Potato Commission

Tracy Mullen

Matt Harris, Director of Trade, Washington State Potato Commission

Ted Tschirky, Commissioner, Washington State Potato Commission

Michael Thompson, President, Weyerhaeuser Asia, Ltd.

Mic Dinsmore, CEO, Port of Seattle

Charlie Sheldon, Managing Director, Port of Seattle

Mark Reis, Managing Director, Port of Seattle

Kazue Ishiwata, Senior Manager, Air Service Department, Seattle-Tacoma International Airport

Tim Farrell, Executive Director, Port of Tacoma

Brendan Dugan, Senior Director Container Terminal Businesses, Port of Tacoma

Akire (Andy) Tatara, Director, Asia, Port of Tacoma

John Cedergreen, COO/Owner, Columbia Foods, Inc./NW Food Processors Association

Todd Woodard, Director, Marketing/Public Relations, Spokane International Airport

David Brukardt, Chairman, Spokane Airport Board, Spokane International Airport

Chester McCorkle, Associate, Global Ventures Inc.

Starr Tavenner, Director, Global Strategy & Alliances, Boeing Commercial Airplanes

Ming Zhang, Senior Vice President, Mulvanny G2 Architecture

Education

Elizabeth Willis, Trustee, Pierce College

Sandra Archibald, Dean & Professor, Evans School of Public Affairs, UW

Michael Cofchin, Bates Technical College

Sally Cofchin, Executive Vice President of Instruction, Bates Technical College

Stan Rumbaugh, Chair, Board of Trustees, Bates Technical College

David Borofsky, President, Bates Technical College

Mady J. Borofsky, Bates Technical College

Barbara Kuhn, International Education Coordinator, Bates Technical College

Ron Slye, Professor of Law & Director of International and Comparative Law Programs, Seattle University Law School

Mark Chinen, Professor of Law & Director of LLM Program, Seattle University Law School

Josephine S. Yung, Dean, International Education, Saint Martin's University

Government

Chris Gregoire, Governor

Mike Gregoire, First Gentleman

Valoria Loveland, Director, Department of Agriculture (WSDA)

Juli Wilkerson, Director, Department of Community, Trade & Economic Development (CTED)

Dr. Chang Mook Sohn, Executive Director, Economic & Forecast Council

Jim Kastama, Washington State Senate

Cheryl Pflug, Washington State Senate

Bruce Chandler, Washington State House of Representatives

DELEGATES - CHINA

Business

Alan Ralston, Director, Northwest Region, State Relations, The Boeing Company

Xinyu (Todd) Qian, President & CEO, Apollo Technology Inc.

Bill Mann, VP, International Sales, United Coatings Manufacturing Co.

Xu Dexi, China Manager, United Coatings Manufacturing Co.

BJ Thurlby, President, Washington State Fruit Commission

Keith Hu, Director, International Marketing, Northwest Cherries

Ben George, Ranch Owner

Li Zhu, Territory Manager, Zetron, Inc.

Heidi Schumann, CEO, GMH Media

Daniel Bernstein, President/CEO, Sandlot Games

Andy Chen, President, ASPI Group

Kim Foster, Corporate Counsel, ASPI Group

Randy Mullen, Commissioner, Washington State Potato Commission

Tracy Mullen

Matt Harris, Director of Trade, Washington State Potato Commission

Ted Tschirky, Commissioner, Washington State Potato Commission

Renren Zhang, Managing Director, China, Weyerhaeuser Company

Ming Zhang, Senior Vice President, Mulvanny G2 Architecture

Tongbin Yuan, Managing Director, MulvannyG2 Architecture

Mic Dinsmore, CEO, Port of Seattle

Charlie Sheldon, Managing Director, Port of Seattle

Paul Isaki, Director of Economic, Business & Trade Development, Port of Seattle

Governor Gregoire's 2005 Trade Mission to China & Japan

Tong Zhu, Director of International Relations, Port of Seattle

Mark Reis, Managing Director, Port of Seattle

Kazue Ishiwata, Senior Manager, Air Service Department, Seattle-Tacoma International Airport

Tim Farrell, Executive Director, Port of Tacoma

Brendan Dugan, Senior Director Container Terminal Businesses, Port of Tacoma

Allen D. Clark, Partner-in-Charge, Davis Wright Tremaine LLP (Shanghai only)

George Paulose, Ames International

John Cedergreen, COO/Owner, Columbia Foods, Inc./NW Food Processors Association

West Mathison, President, Stemilt Growers (Shanghai only)

Courtney Mathison, Stemilt Growers (Shanghai only)

Herbie Lam, Manager-China Region, AttachmateWRQ

Todd Woodard, Director, Marketing/Public Relations, Spokane International Airport (Shanghai only)

David Brukardt, Chairman, Spokane Airport Board, Spokane International Airport (Shanghai only)

Carl R. Bohm, Vice President, Containerboard Sales, Logistics & Technical Services, Weyerhaeuser

Min (Michael) Zhu, Director, International Sales, Weyerhaeuser Company

Chester McCorkle, Associate, Global Ventures Inc.

Gary Locke, Partner, Davis Wright Tremaine LLP (Beijing only)

Starr Tavenner, Director, Global Strategy & Alliances, Boeing Commercial Airplanes

Mike Crowley, Factory Representative, Sharpe Mixers

John P. Domeika, Senior VP & General Counsel, Premier Blue Cross

Andrew Wang, Principal, Milliman USA

Education

Elizabeth Willis, Trustee, Pierce College

Sandra Archibald, Dean & Professor, Evans School of Public Affairs, UW

Governor Gregoire's 2005 Trade Mission to China & Japan

Ron Slye, Professor of Law & Director of International and Comparative Law Programs, Seattle University Law School

Mark Chinen, Professor of Law & Director of LLM Program, Seattle University Law School

Josephine S. Yung, Dean, International Education, Saint Martin's University

Government

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Juli Wilkerson, Director, Department of Community, Trade & Economic Development (CTED)

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Jim Kastama, Washington State Senate

Cheryl Pflug, Washington State Senate

Bruce Chandler, Washington State House of Representatives

TRADE WITH CHINA

In recent years, Washington has significantly expanded relations with the People's Republic of China. Previous state trade missions have resulted in millions of dollars in sales for Washington businesses and agriculture. It is important that Chinese companies increasingly recognize Washington as a leader and a major export market for trade and investment. Equally important, Washington businesses and agricultural producers must gain further access to China's rising economy and consumer markets.

China is an important trading partner for Washington with demonstrated growth potential. The significance of the Chinese market to the state is illustrated by the following facts:

- Washington state exported more than \$2.1 billion in goods in 2004, more than any other U.S. state except California, Texas, and Louisiana. If Hong Kong is included, Washington exported more than \$2.6 billion in 2004.
- In 2003 and 2004, China ranked as Washington's third largest export market (Japan and Canada were first and second, respectively). The aerospace industry comprised 68.4 percent of our exports to Mainland China in 2004 (approximately \$1.44 billion), with other industries such as paper/wood products, food and agriculture, electronics, industrial machinery, and medical/surgical equipment showing strong growth.
- China ranks among the top five most-desired future export markets by Washington state manufacturers, according to a 2004 survey conducted by the Washington State Department of Community, Trade, and Economic Development (CTED).
- China is the Port of Seattle's largest trading partner and second largest for Port of Tacoma.
- The 2008 Summer Olympics in Beijing will provide further potential business opportunities for Washington companies as the Chinese government prepares for this event and invests in the infrastructure and other needs.
- China's accession to the WTO is creating greater market access and more business opportunities for Washington businesses and agricultural producers.
- China is already the third-largest export market for Washington food and agricultural exports, which have tripled since 2002.
- China is the only country in Asia that has maintained a GDP growth rate averaging between seven and eight percent since the Asian financial crisis in 1997 and 1998. The growing affluence in China is creating new market opportunities for Washington products.
- Along with impressive economic growth over the last 25 years, China's purchasing power and desire for technology and energy has surged. Recent cash bids by Chinese state-

owned enterprises for American companies Maytag and Unocal, and Lenovo's successful purchase of IBM's PC division, highlight this trend.

- Industries that constitute the traditional base for Washington's economy, such as aerospace/transportation, agriculture, wood/paper, and building materials, have much to gain by further expansion into the Chinese market.
- There are also many new opportunities for new growth industries, such as information technology (IT) and renewable energy.

TRADE WITH JAPAN

Japan is a major economic power and the leading export market for Washington products. Japan has the second largest economy in the world, behind the U.S. and has a gross domestic product three times that of China. Since 2004, the Japanese economy has shown significant signs of growth. This re-emerging economy has provided new opportunities for Washington-based exporters.

At the end of 2004, Washington ranked as the second largest exporter to Japan among the fifty states, ranking behind only California. In 2004, Washington exports comprised about 11.5 percent of U.S. gross export value to Japan. Central Japan, one of the areas visited on this mission, is a model for well-balanced growth and intelligent infrastructure development. Its economic landscape defined by such sectors as automotive and mechanical tools.

- Washington's largest trading partner, comprising about 18.6 percent (\$6.27 billion) of Washington-originated exports in 2004.
- The leading country for U.S. technology exports, including computers and peripherals, software, semiconductors, pollution control equipment and services, medical equipment and devices and telecommunications equipment and services.
- The Port of Tacoma's largest two-way trading partner (China is second), and the Port of Seattle's second largest trading partner, behind China.
- A loyal customer for Boeing products, and a major participant in design and manufacture of the new 7E7.
- The top destination for Washington food and agricultural exports.
- The largest overseas market for many Washington software and other high-tech firms.
- An extremely welcoming market for sellers of consumer goods, from Eddie Bauer to Starbucks.
- The largest source of tourists to Washington from overseas.
- The largest source of students to Washington from overseas.

Japan and China 2005 Trade Mission Delegate Comments

“I want to let you know how appreciative MulvannyG2 was to be a member of this distinguished delegation and to be promoted by our Governor on different occasions. Doing business in China is about relationships, and having the Governor's introduction and recommendation was far more effective than just ourselves in front of our potential clients. It built the trust immediately and makes it much easier to follow through. I also want to express my thanks to Governor for attending our Shanghai Zhangjiang Semi Conductor Park project during her already fully booked schedule. It really showed she deeply cares about Washington State companies doing business in China. Our client was very happy that she made it.”

— *Ming Zhang, Senior Vice President, MulvannyG2 Architecture*

“Governor Gregoire's China Delegation was an unqualified success from ASPI Group's perspective. The magnitude of China in terms of opportunity, risks, and just sheer size is unbelievable. Any attempt at trying to understand how to grasp the opportunities and avoid the risks on your own would be daunting to say the least. In a matter of a few days, Governor Gregoire, and her very competent staff, provided an initiation into the whole process that was very valuable. What private entity could arrange private daily briefings from the United States embassies, arrange a meeting with the Mayor of Shanghai (both the largest city in the world and the highlight of the 'New China'), arrange tours of our State trade offices, major industrial facilities, trade organizations, and cultural centers - all in a single week? The list of delegates accompanying the Governor was very impressive. Networking with our State's industrial, port, educational, and government leaders is a valuable experience - regardless of the destination. I was also impressed with the Governor's inclusion of bi-partisan participation in the delegation. Governor Gregoire is to be congratulated on the accomplishments of this mission. The world is 'getting flatter' and thanks to this mission, China feels 'a lot closer'.”

— *Kim Foster, Corporate Counsel, ASPI Group, Inc.*

“The entry we gain through CTED in China is great. Having CTED's help in setting up meetings and having them in the meetings is very valuable. It looks like we'll close a deal with their help.”

— *Xinyu (Todd) Qian, President & CEO, Apollo Technology Inc.*

“China has a huge interest in doing business with us but language can be a barrier. The offices the state has, with bi-lingual people, support on the ground and their relationships, are essential.”

— *John Cedergreen, COO/Owner, Columbia Foods Inc./NW Food Processors Association*

“I could not have had the level of meetings I did without being part of the governor's delegation.”

— *Sandra Archibald, Dean of the Evans School of Public Affairs, University of Washington*

“The mission was very well scheduled and the CTED staff is great.”

— *Bill Mann, VP International Sales, United Coatings Manufacturing Co.*

“It’s been a working trade mission! The schedule has been very productive.”

— *BJ Thurlby, President, Washington Fruit Commission*

“Thanks for helping us. We’ve done business in China for years. This is the first time we’ve joined a mission and it’s been great.”

— *Li Zhu, Territory Manager, Zetron, Inc.*

“Excellent CTED staff and planning; good cross-pollination with business and agriculture, and other areas. The mission has been top notch, high quality.”

— *Alan Ralston, Director, Northwest Region, State Relations, The Boeing Company*

“We are grateful for the Governor’s decision to include educational institutions on the trade mission to Japan and China. The inclusion of educational institutions recognizes the importance of education as a core component of the economic health of our state, and the opportunity our private and public educational institutions provide to build bridges between our state and the rest of the world.

“Our participation in the mission was of immense help to our law school in exploring linkages with universities, law schools, law firms, and potential students in Japan and China. We were able to use the trade mission to gain access to some of the top educational institutions and legal professionals in each country. Through such contacts we hope to increase the number of students from those countries who come to Seattle to study law; explore collaborative projects between our faculty and law professors and legal professionals; and explore opportunities for our students to study and work overseas. In addition, being a part of the trade mission introduced us to other Washington educational institutions and businesses. We expect that as a result of those introductions additional opportunities will develop for our faculty and students – both here in Washington State, as well as overseas. The trade mission thus allowed us to explore new relationships and programs internationally, as well as strengthen our relationships here at home.”

— *Professor Ronald C. Slye, Director, International & Comparative Law Programs
Seattle University School of Law*

“I’ve developed good relationships in the delegation and in Asia.”

— *Mark Chinen, Professor of Law and Director of LLM Program, Seattle University School of Law*

“I was glad to see more education participation.”

— *Elizabeth Willis, Trustee, Pierce College*

“Thanks for your wonderful support to Apollo. The signing ceremony was a complete success. We sincerely appreciate Governor's attending. It not only helped seal this deal, but also open a lot of future opportunities. As a result of the trade mission, we have gained five solid bank leads.”

— *Todd Qian, Apollo Technology Inc.*

“Greetings from Shanghai China. I am glad that I participated in the Governor's Asia Mission. With introductions of Governor, companies like us will increase the visibility in China, and will definitely help us to further expand our market in China. I would also like to thank the hard work CTED team has done for this trip, to make it a successful one.”

— *ZETRON*